Aeropuertos Argentina

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# Highlights



CONCESSION ENDS. STARTED IN 1998



PASSENGERS BY YEAR (2023)



35

OF 56 TOTAL AIRPORTS IN ARGENTINA



**EMPLOYEES** 



+90% COMMERCIAL AIR TRAFFIC IN ARGENTINA



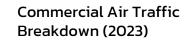
DOLLAR-LINKED REVENUES

# Leading Airport Operator in Argentina Managing +90% of Air Traffic

#### **Company Highlights**

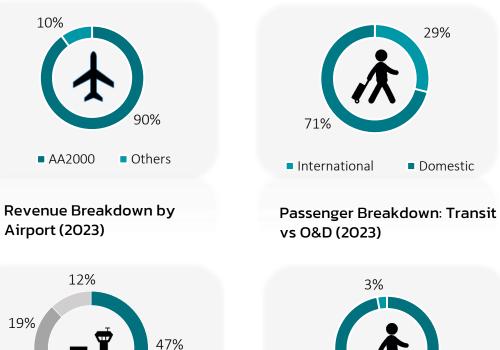
- Operates +90% of Argentina's air traffic with 35 of the 56 airports in the Argentine national airport system
- ~85% of revenues are USD or USD-linked
- Long term airport operator concession since 1998, extended until 2038 after concession extension achieved in December 2020
- Significant barriers to entry with no competing hubs
- Uniquely positioned to seize Argentina's economic development and airport growth
- Proven resiliency across economic and political cycles by operating through different administrations
- Supported by an experienced Sponsor and Controlling Shareholder

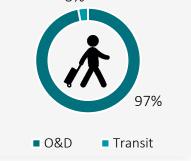




■ Ezeiza ■ TCA ■ Aeroparque ■ Others

Passenger Breakdown: International vs Domestic (2023)





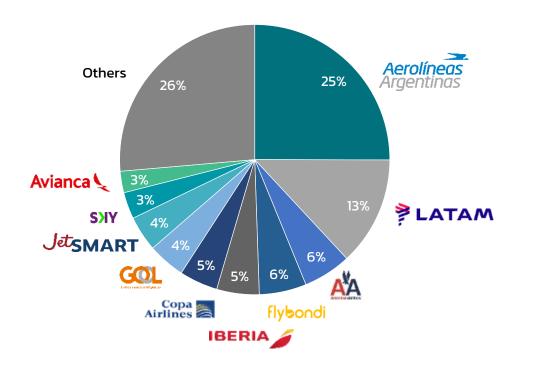
# **Diversified Client base and Revenue mix**

2023

### **Revenues by Category**



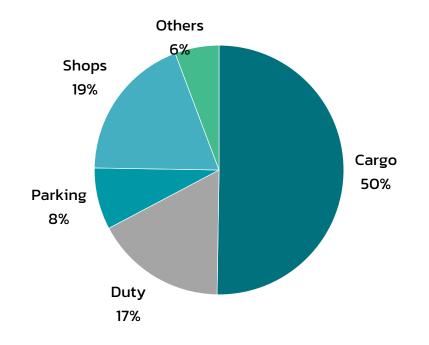
### **Aeronautical Customers**



#### **Revenues by Currency**

<b>85%</b> Dollar-linked Revenues	<ul> <li>International passenger &amp; aircraft fees</li> <li>Duty free (Dufry)</li> <li>Cargo duties (Cargo terminal)</li> <li>Space rental</li> <li>Others</li> </ul>
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### Breakdown of Commercial Revenues

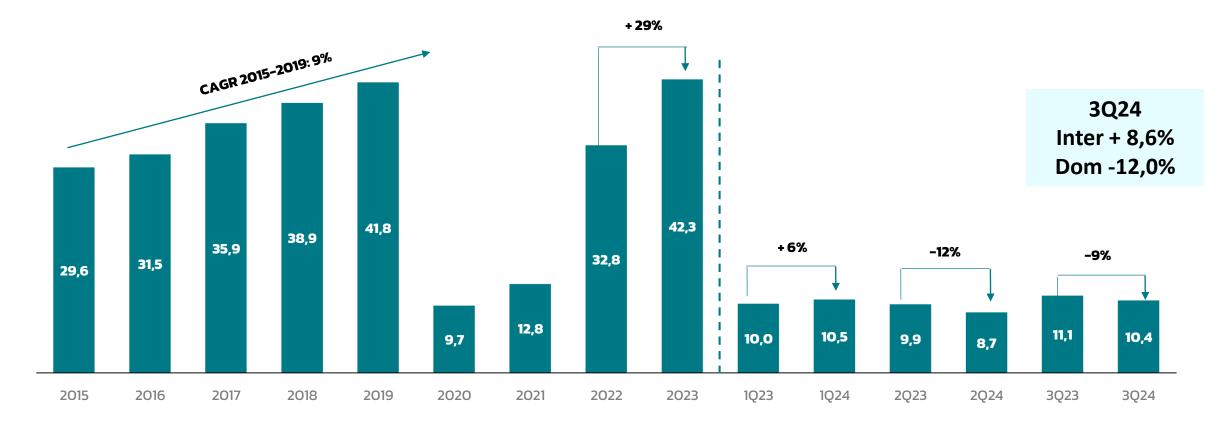


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# **Total Passenger Traffic Evolution**

#### **Passenger Evolution**

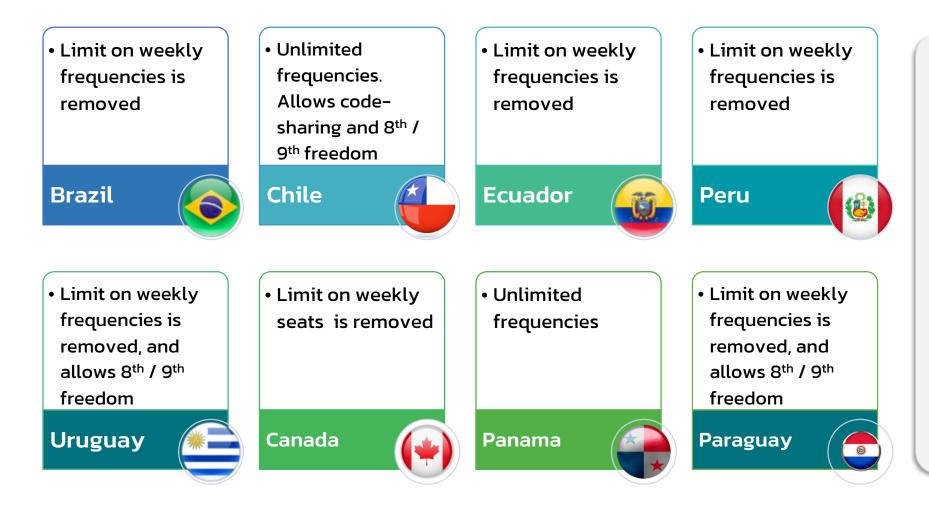
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# **Open Skies Policy**

### Significant enhancement of Bilateral Agreements

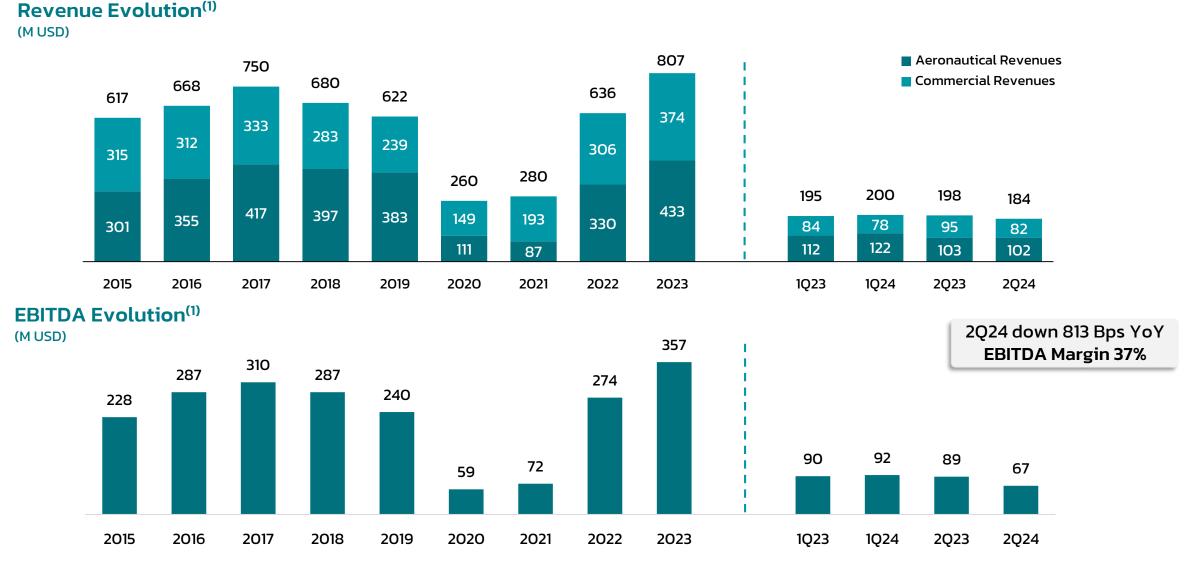


### Air industry Deregulation

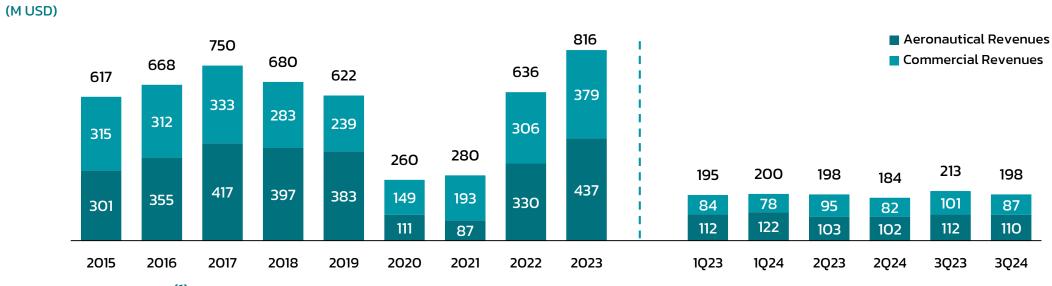
- Aeronautical Code Reform
- Allows the entrance of new players, promoting competition
- Allows more ramp operators (currently a single operator has exclusivity)
- Reorganization of Aeroparque and Ezeiza to optimize capacity
- Goal: improve connectivity and tourism, and reduce operational costs

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# **Revenue & EBITDA Evolution**

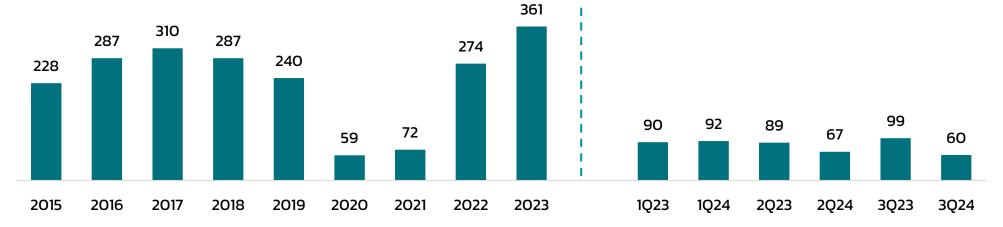


# **Revenue & EBITDA Evolution**



EBITDA Evolution<sup>(1)</sup> (M USD)

**Revenue Evolution**<sup>(1)</sup>



## **Operating and Financial Metrics**

Results <sup>(1)</sup>	3Q23	4Q23	1Q24	2Q24	3Q24
International	<b>2,950 k</b> -12% vs 3Q19	<b>3,126 k</b> -3% vs 4Q19	<b>3,450 k</b> -8% vs 1Q19	<b>2,837 k</b> -11% vs 2Q19	<b>3,275 k</b> -2% vs 3Q19
Passenger Traffic		578 43 4915	+16% vs 1Q23	+9% vs 2Q23	+11% vs 3Q23
Cargo volume (Tn)	48 k	53 k	44 k	50 k	50 k
Revenues	\$ 204 M	\$ 211 M	\$ 194 M	\$ 184 M	\$ 198 M
Adj. EBITDA	\$ 91 M	\$ 87 M	\$ 91 M	\$ 67 M	\$ 60 M
Cash & Equivalents (total) <sup>(2)</sup>	\$ 194 M	\$ 173 M	\$ 191 M	\$ 201 M	\$ 200 M

1) All figures shown in this presentation exclude the impact of IAS29.

2) Starting 1Q2024 Total Cash & Equivalents exclude the repurchase of AA2000 local debt in the secondary market

EZE – New Departure Terminal

USD 230 M total investment

over 50,000 square meters equipped with state of the art technology

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### EZE – New Departure Terminal

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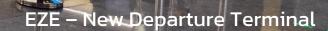
12,000 sqm main hall access and 4,000 sqm immigration security checkpoints

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100% renewable energy supply



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EZE – New Departure Terminal

POSADAS – Repavement of runway and new lighting system



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COMODORO RIVADAVIA – New terminal building

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RIO HONDO- Repavamente of runway and new lighting system

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IGUAZU – Remodelling of terminal building

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Bienvenidos · Welcome

# **Regulatory Framework**

#### Term

• Feb-2038, after 10-year extension in Dec-2020

#### Airports

• 35 airports in Argentina (originally 33 airports)

#### Economic Equilibrium

• Single- till model with a guaranteed IRR of 16.45% in real terms, unlevered. ORSNA reviews the regulatory model to preserve the economic equilibrium

#### **Regulation of Fees**

 ORSNA establishes the maximum fees for aeronautical services. Commercial and other services are not regulated

#### Specific Allocation of Revenues

• Allocation of 15% of total revenues to Development trusts

# **CAPEX** Commitment

Mandatory CAPEX program for expansion projects agreed in 606.5M USD (VAT included), in two phases:

- i. Phase 1: 406.5M USD by 2024 → completed
- ii. Phase 2: annual investments of 50M USD between 2024 and 2027-> total 200M USD

Investment as of September 2024	Phase 1	Phase 2
Preferred shares	\$174 mm	
Works executed	\$232 mm	\$37 mm
Remaining investment		\$163 mm
Status	Completed	On Going

As of September 2024, works construction contracts were awarded for 313.7M USD of which 269M USD have been executed.

Investment between 2028 and 2038 to be defined based on operational needs of AA2000 taking into consideration the economic equilibrium of the concession. > Phase 1: Completed

Phase 2: on track with2024 commitment



## Financial position & Debt profile

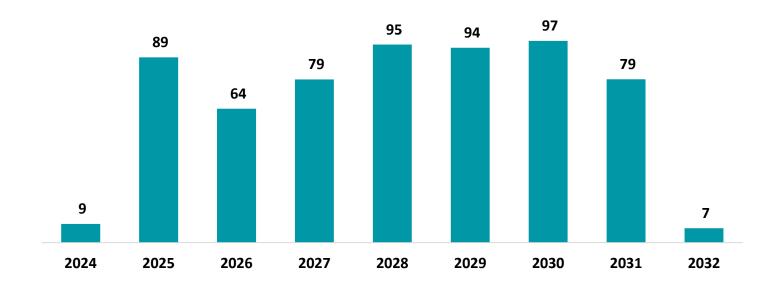
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### **Financial Debt Overview**

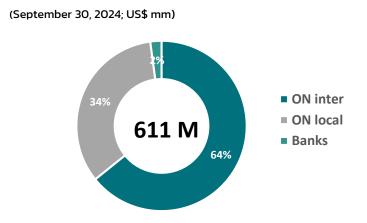
- Cash position of \$200 M as of September 30, 2024 including cash and temporary investments, mainly held in dollars in local accounts
- Investments mainly in dollar-linked bonds and hard dollar
- Total debt was \$611 M, while Net Debt was \$411 M as of September 2024, down from \$619 M and \$419 M, respectively, when compared to June 2024.

#### Principal payments schedule

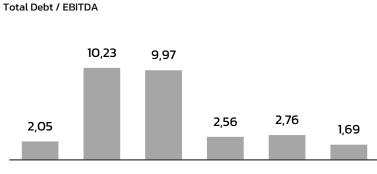
(September 30, 2024; US\$ mm)



#### Debt breakdown



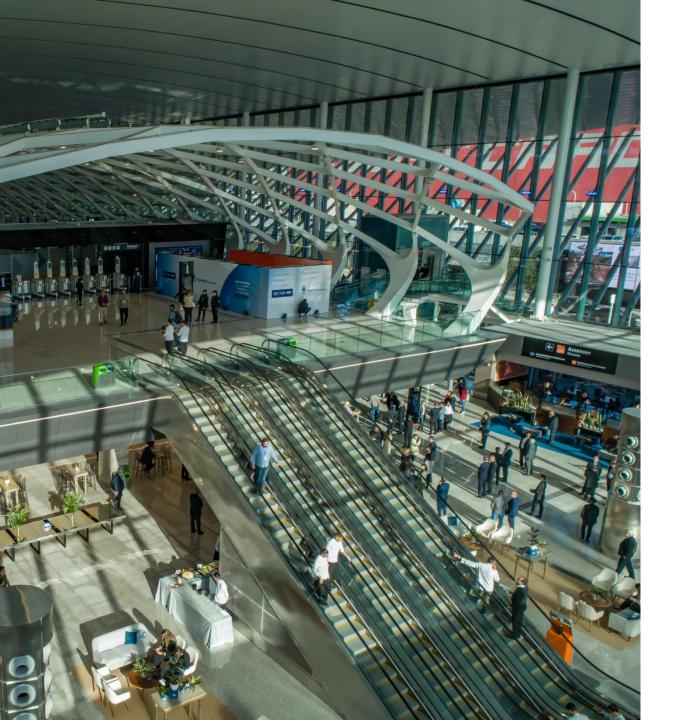
#### Leverage Evolution



Dec 2019 Dec 2020 Dec 2021 Dec 2022 Dec 2023 sep-24

## Financial Debt - Breakdown by instrument as of September 30, 2024

Instrument	Currency	Interest Rate (%)	Maturity	Outstanding Sept 2024
International Bonds				392,6
Series 2017	USD	6,9%	Feb-27	12,5
Series 2020	USD	6,9%	Feb-27	45,1
Class I Series 2021	USD	8,5%	Aug-31	272,9
Class IV	USD	9,5%	Nov-28	62,0
Dollar-linked Local Bonds				205,9
Class V	USD	5,5%	Feb-32	138,0
Class VI	USD	2,0%	Feb-25	27,1
Class IX	USD	0,0%	Aug-26	22,9
Class X	USD	0,0%	Jul-25	17,9
Bank Loans and Overdrafts				12,8
Syndcated Bank Loans	USD	8,5%	Nov-24	2,2
Offshore Loan ICBC	USD	SOFR+7,9%	Oct-25	10,0
Import Financing ICBC	USD	15,5%	Dec-24	0,1
Import Financing ICBC	USD	12,0%	Nov-24	0,5
Total Debt				611,3
Cash position (including investments)				199,8
Net Debt as of September 30				411,5



## Closing remarks

### **Aeropuertos Argentina In Summary**



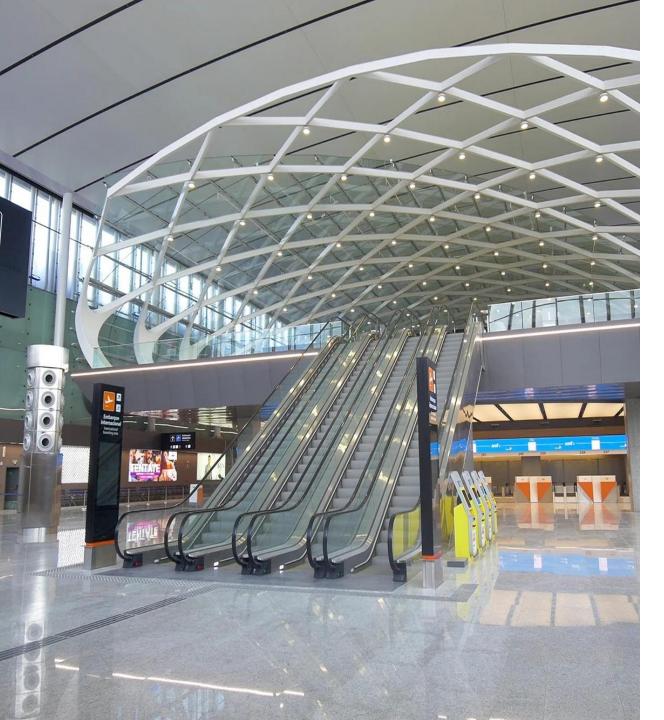
Largest Airport Operator in Argentina (+90% of total country airport traffic). Barriers to entry and no competing hubs.

Deep Operating Know-How Driving a Successful Business Model (over 20 years, operating 35 airports).

High Growth Potential from Macro and Industry Growth. Remaining concession term of 15 years, after a 10-year extension approved in December 2020.

Solid Financial Position with Strong and Predictable Cash Generation.

Experienced Management Team with a Long-dated Track Record and Strong Commitment from our Shareholder



### CFO

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